

## Replacing windows great opportunity

Changing windows has become a dreaded but inevitable reality for many homeowners. The builder-grade windows that graced many homes when they were new have slowly been deteriorating over the years. Wood has become damp and spongy, paint is peeling, glass panes have fogged up, weather stripping has come off, and there is even mould on many interior surfaces.

This was the case with Joanne and Rob's Unionville home when they decided to replace the windows. Vinyl or wood,

fiberglass or aluminum, leave the old frames in or remove the entire window. These were some of the choices they found themselves facing as they began entertaining quotes. "Our product is much better because we have this type of glass" one sales person would say. Or "Don't use their window, it will cause you problems" were some of the comments Joanne recalls hearing.

"We had to take everyone's opinions and try and sort them out for ourselves" says Rob. "By getting several quotes we

became more familiar with some of the window choices and options, so when it came to making a decision we felt we made an informed one."

The family picked a local company from Stouffville. "Simply put we had an instant comfort level with them" says Joanne. "They were familiar with most other product lines and could answer specific questions about them. Their attention to detail, and helpful recommendations, together with the fact that they took care of every aspect of the job made it one stop shopping." "Repairing brickwork, creating new openings, even picking a colour that better suited the house were all ideas we hadn't heard" recalls Joanne.

The couple both agrees the biggest visual change was replacing the original standard height double doors with a more welcoming eight foot tall door and sidelights. The door boasts a handmade wrought iron panel and matching grip set. "Everyone loves the front door" says Joanne, "we get so many compliments. At the end of the day we were extremely pleased with the results and the professionalism with which every aspect of the job was handled."

Although replacing windows is an unfortunate and costly reality it can also be an opportunity to change your home's style, increase its efficiency and enhance curb appeal.

### What they did.

- Enlarge the front door by removing a small wall section between it and the window above creating a dramatic entrance.
- Had a custom designed wrought iron panel and grip set installed.
- Upgraded the exterior colors from blah beige to sophisticated clay.
- Added depth with the use of 3 dimensional simulated divided lite grills for a traditional sash look.
- Created novelty window in the kitchen backsplash to keep an eye on the pool while cooking.
- Enlarged two other kitchen windows for a better backyard view.
- Dressed up the dining room by replacing the sliding door with a more formal set of French Doors.
- Upgraded the mouldings.

### Tips for Choosing a Window Company

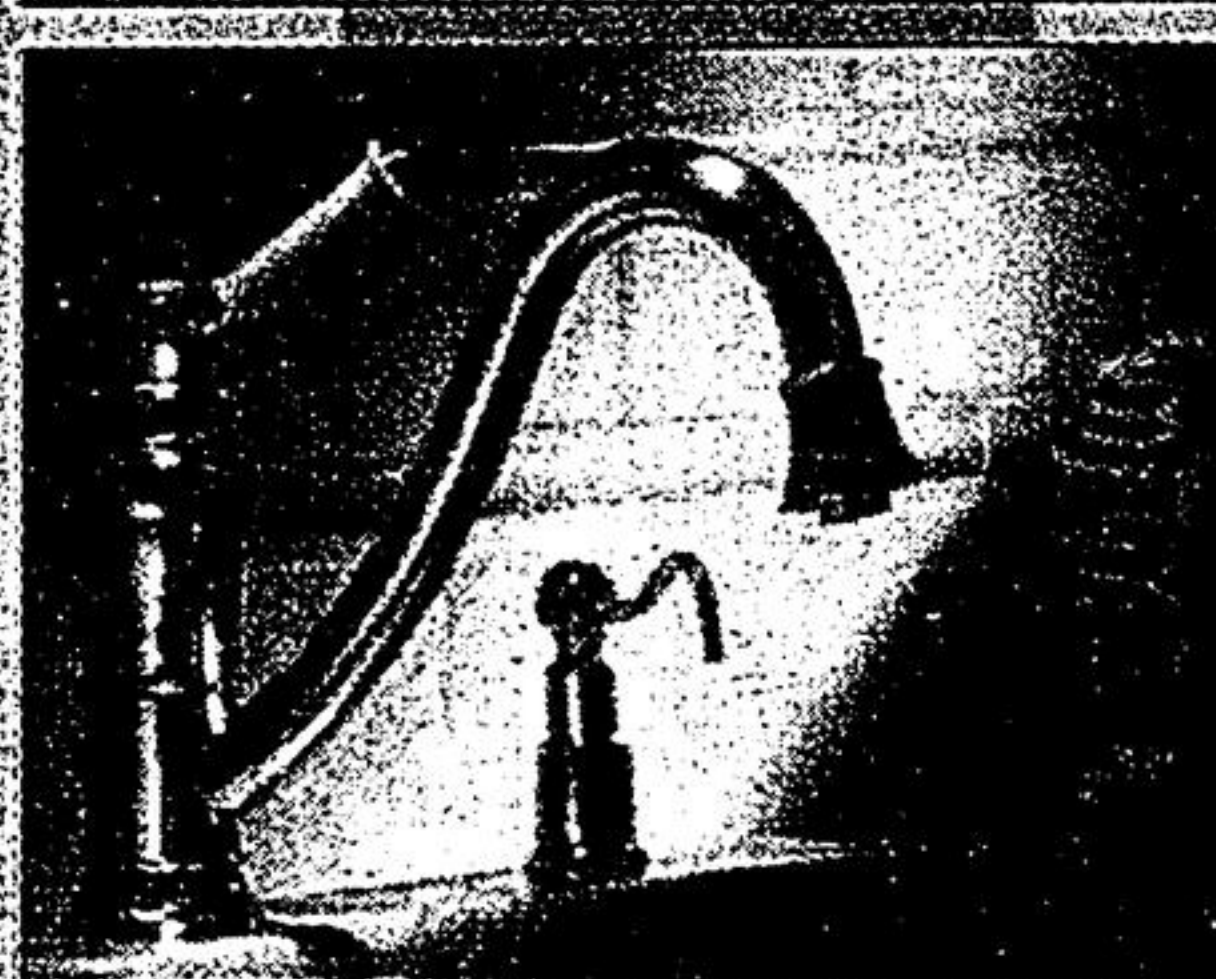
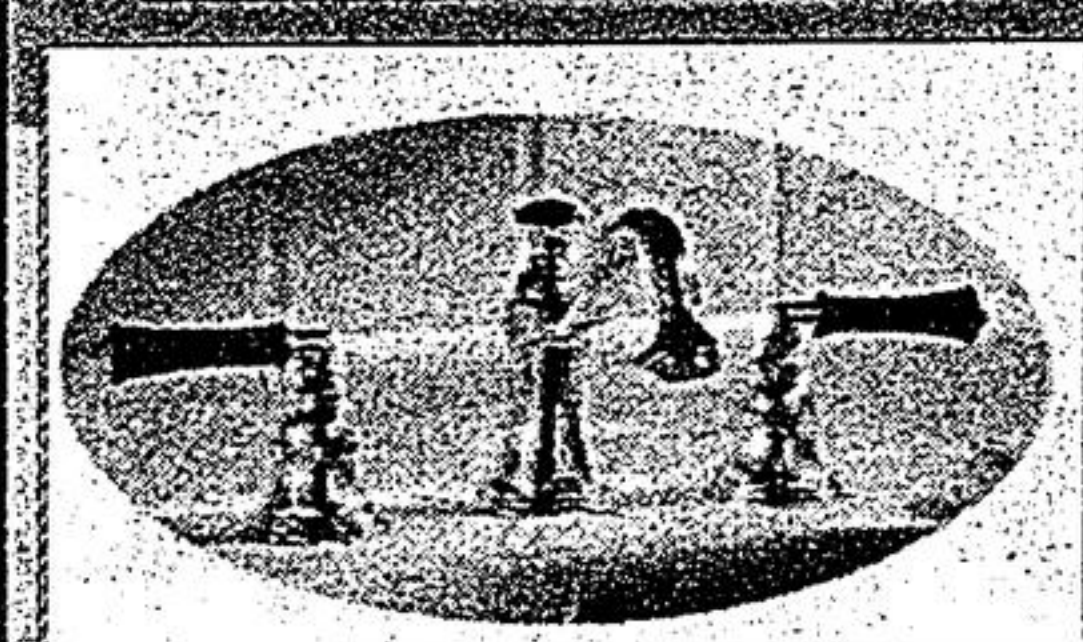
- Even though many windows look the same, subtle details can be the difference between a good and poor product.
- Deal locally, take your time. Companies far away may want to force a sale and will be harder to get service from.
- Ask for references, drive by the houses, talk to the owners, look inside.
- Ask questions, become informed, don't take one opinion as the only solution.
- Plan ahead, custom windows can take 4-10 weeks to manufacture, depending on the product.
- The best results require a quality product and a quality installation. The best window installed poorly will fail.
- Don't be lured by amazing sales, limited time offers and one time only deals. Quality usually costs more. If it seems to be too good to be true, it usually is.
- A company that specializes in windows is more likely to give better results than one that does many kinds of services. The saying "Jack of all trades, master of none" is often true.
- Warranties are not yardsticks of quality and are only as good as the company that offers them. A long warranty will not make a poor window better.

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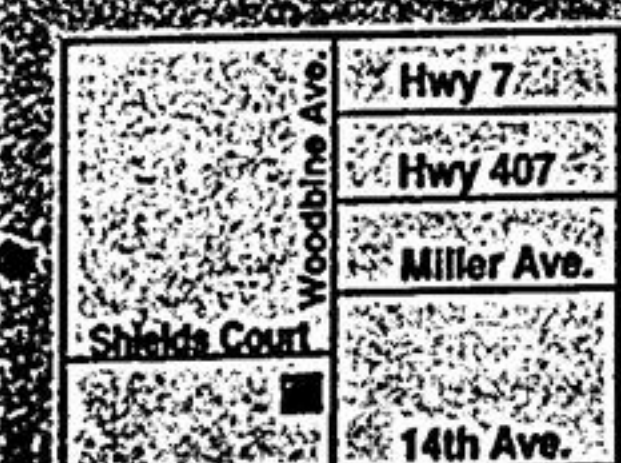


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